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Message Text

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42
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00 /027 W
---------- 042822
P R 081237Z DEC 76
FM AMEMBASSY MOSCOW
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 1861
AMEMBASSY VIENNA
AMEMBASSY WARSAW

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USDOC FOR BEWT/TPD

VIENNA FOR VONTILLIUS

WARSAW FOR HERTZBERG

EO 11652: NA
TAGS: BEXP UR
SUBJECT: CHEMISTRY 77

REF USDOC 20405

1. USCO HAS RECENTLY HEARD SEVERAL REPORTS
SIMILAR TO THAT CITED REFTEL. WE UNDERSTAND, FOR EXAMPLE,
THAT SOVIETS HOPE TO ESTABLISH FACILITY SIMILAR TO OUR
NATIONAL BUREAU OF STANDARDS (NBS) WITH TWO MAJOR OFFICES
IN MOSCOW AND SMALLER BRANCH OFFICES IN "SEVERAL" OTHER
CITIES THROUGHOUT USSR. ACCORDING TO OUR SOURCES, ORGANIZ-
ING BOARD FOR "METROLOGY 77" INCLUDES DEPUTY CHAIRMAN OF
SCST, GVISHIANI, WHICH INDICATES RPT INDICATES THAT PRO-
JECT MAY HAVE BEEN GIVEN RELATIVELY HIGH PLAN PRIORITY
WITH COMMENSURATE ALLOCATION FOR SUBSTANTIAL HARD CURRENCY
PURCHASES OF MEASURING AND TESTING APPARATA AND INSTRUMENTATION.

2. THUS, "METROLOGY 77" MAY BE A BETTER VEHICLE THAN EITHER
"ELEKTRO 77" OR "CHEMISTRY 77" FOR FIRMS SUCH AS PHYSICAL
ELECTRONIC INDUSTRIES, GMBH, WHO PRODUCE MAINLY OR SOLELY
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EQUIPMENT FOR MEASURING AND TESTING APPLICATIONS IN SEVERAL

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INDUSTRIAL AND SCIENTIFIC SECTORS. INSOFAR AS SUCH EQUIPMENT, HOWEVER, IS INCORPORATED AS AN INTEGRAL PART OF ELECTRICAL GENERATING OR CHEMICAL PROCESSING EQUIPMENT TO BE DISPLAYED AT LATTER TWO SHOWS, WE SEE NO REAL PROBLEMS OR DIMINUTION OF COMMERCIAL PROSPECTS.

3. AS COMMERCE WILL BE AWARE, IT IS EXTREMELY DIFFICULT FOR US EITHER FIRMLY TO CONFIRM OR TO DENY SUCH REPORTS AS THOSE ALLUDED TO HEREIN AND CONTAINED REFTEL. IN ABSENCE OF SOLID INFORMATION FROM SOVIETS -- WHICH WE DO NOT HAVE -- WE ARE LARGELY DEPENDENT ON OUR BUSINESS SOURCES FOR INFORMATION OF THIS NATURE. WE SHALL TRY IN COMING WEEKS TO FIND OUT MORE ABOUT "METROLOGY 77" AND HOW ITS PORDUCT ORIENTATION MAY IMPINGE ON COMMERCIAL PROSPECTS FOR OTHER TWO SHOWS IN QUESTION, IN MEANTIME IT IS OUR JUDGMENT THAT IT WOULD BE PRUDENT FOR BEWT/TPD IN ITS RECRUITMENT EFFORTS FOR "ELEKTRO 77" AND "CHEMISTRY 77" NOT TO ENCOURAGE MANUFACTURERS SOLELY OF MEASURING EQUIPMENT TO PARTICIPATE IN EITHER SHOW ESPECIALLY IF THOSE FIRMS ARE ALREADY CONSIDERING "METROLOGY 77" WHERE PROSPECTS FOR THEIR CATEGORY OF EQUIPMENT SEEM, AT LEAST ON SURFACE, SOMEWHAT BRIGHTER.
MATLOCK

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 08 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MOSCOW19203
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760453-0884
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761262/aaaacbqx.tel
Line Count: 82
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 31 MAR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <31 MAR 2004 by hartledg>; APPROVED <06 APR 2004 by morefirh>
Review Markings:

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US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CHEMISTRY 77
TAGS: BEXP, UR
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006